



2020
ANNUAL

Global Report

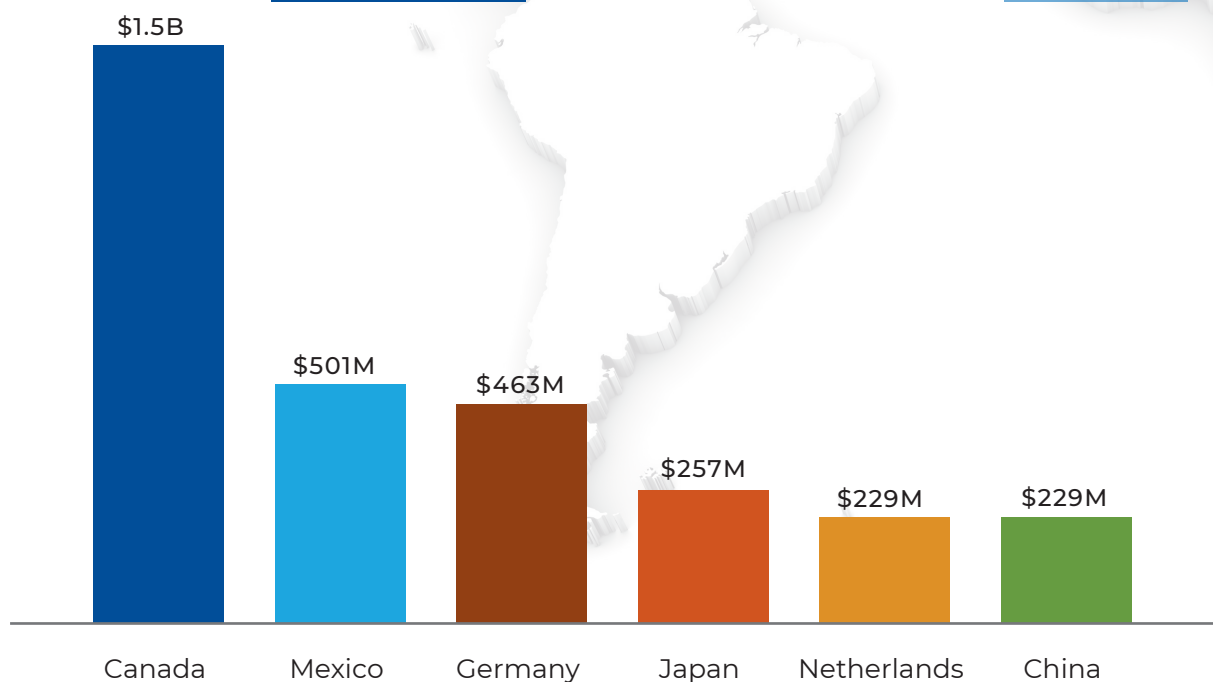
Oklahoma's Global Team offers trade and export assistance to Oklahoma companies looking to sell their products and services in the global marketplace and promotes the state to international companies looking to relocate to or expand in the U.S.

OKLAHOMA EXPORTS TO THE WORLD

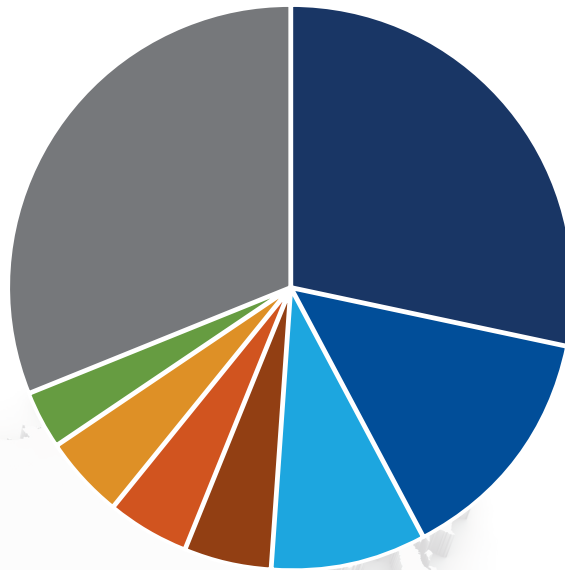
Selling to international markets opens a business to 96% of the world's consumers located in other countries. Oklahoma companies can benefit from exporting their products to markets outside the United States.

OKLAHOMA'S TOP EXPORT COUNTRIES:

COUNTRY	2020 Exports	1-Year Growth	10-Year Growth	Share of Total Trade
Canada	\$1,451,837,283	-8.16%	-25%	27%
Mexico	\$501,292,541	-38.88%	-4.67%	9%
Germany	\$462,998,458	-18.46%	193%	9%
Japan	\$257,447,021	-9.21%	-36%	5%
Netherlands	\$228,823,438	-11.36%	91%	4%
China	\$227,892,886	7.44%	-38%	4%
Singapore	\$174,170,702	16.25%	3%	3%
South Africa	\$163,313,821	94.48%	559%	3%
Korea	\$153,166,942	46.45%	74%	3%
All Others	\$1,755,032,092	-13.26%	-28%	33%



TOP OKLAHOMA EXPORT CATEGORIES:



Industrial Machinery (includes computers).....	29%
	\$1.53 billion
Electric Machinery	14%
	\$749 million
Aircraft, Spacecraft and Parts.....	9%
	\$480 million
Optic, Photo, Medical or Surgical Instruments.....	5%
	\$269 million
Vehicles.....	5%
	\$251 million
Edible Meats.....	4%
	\$243 million
Chemical Products.....	3%
	\$187 million
All Other.....	31%
	\$1.66 billion

Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org

- \$5.37 billion in total exports from more than 2,640 Oklahoma exporters.
- In 2020, 67% of total exports from Oklahoma were attributed to the top 9 countries.
- Small- and medium-sized firms account for 84% of Oklahoma's exporters.

BECOMING EXPORT READY

COMMERCE TRADE SERVICES

Trade Counseling

Analyzes the exporting capabilities of individual Oklahoma companies to help them prepare to enter new markets or sell new products to known markets.



Oklahoma-Mexico Trade Office



Oklahoma's trade office in Mexico provides easy and transparent access to the Mexican market by providing trade and export services and assistance for new and existing sales opportunities.

Trade Shows

The agency attends and hosts booths at trade shows to provide venues for Oklahoma exporters to meet international buyers, distributors or representatives.



STEP Grant



The Oklahoma STEP Fund is part of the State Trade Expansion (STEP) Grant Program, an export promotion initiative to make matching-fund grants to assist small businesses in Oklahoma. The intent of this program is to increase the number of small businesses that are exporting and to increase the value of exports for those small businesses that are currently exporting. Commerce customizes company participation through numerous trade shows and/or services that help companies develop an export business strategy.

International Business Matchmaking

Our no-cost agent and distributor search service connects Oklahoma companies with businesses or individuals in targeted export markets that can ensure products and services reach the right industries, sectors and customers.



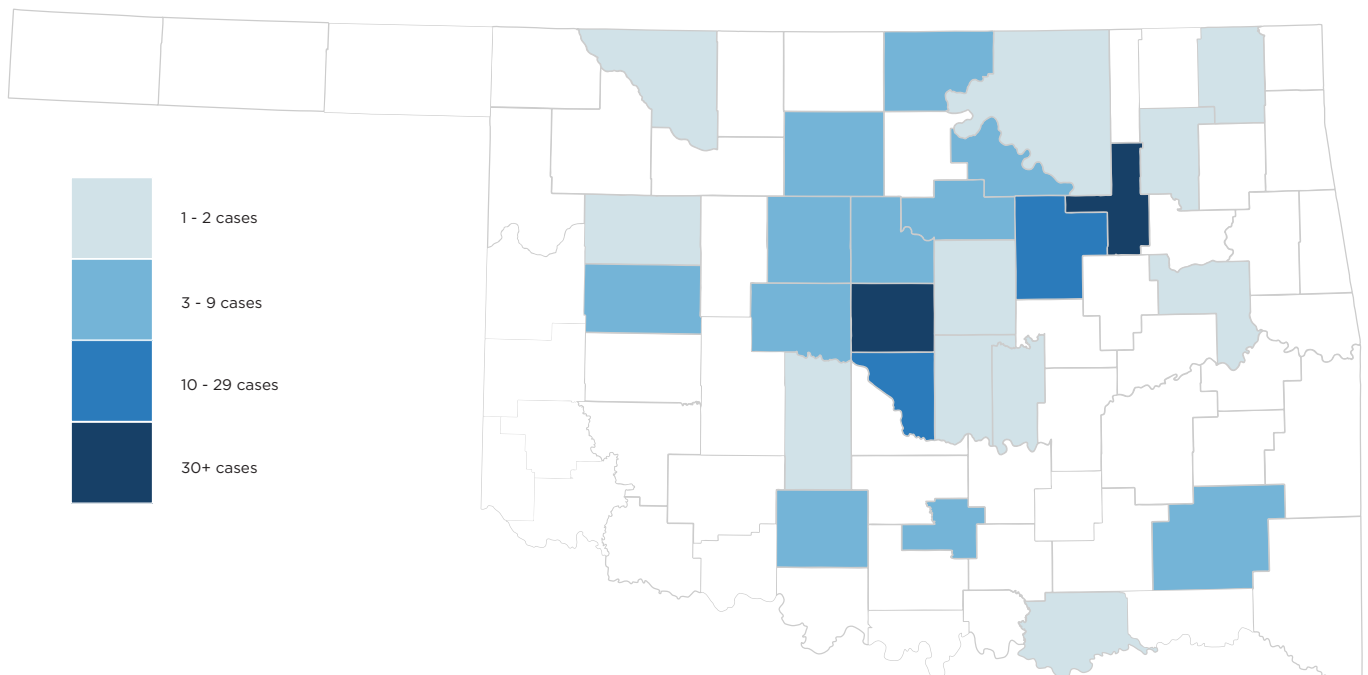
TRADE AND EXPORT PARTNERS

Oklahoma's Global Team and the partner agencies listed below provide a comprehensive Oklahoma network to facilitate all areas of international trade services and opportunities.

- Export-Import Bank of the U.S.
- Oklahoma Department of Agriculture, Food and Forestry
- Oklahoma District Export Council
- Oklahoma Governor's International Team
- Oklahoma International Trade Center SBDC
- Oklahoma Manufacturing Alliance
- Overseas Private Investment Corporation
- U.S. Department of Commerce
- U.S. Small Business Administration

COMPANIES ASSISTED IN 2020

Throughout the year, Oklahoma companies request export and trade services from the Oklahoma Department of Commerce. In 2020, the Commerce team resolved 197 trade cases for 117 Oklahoma companies in 26 counties.



“We recently reached out to the Global Business Division at Commerce for assistance with international connections, specifically, Mexico. We were very surprised to see the detail to attention and were provided with a list of vetted companies, as well as granted interviews facilitated by Commerce with contacts in Mexico. Oklahoma is showing why it is a terrific place to do business especially, relocating from California where we had little if any support from the state commerce department. We have seen double digit growth over the last fews, excluding 2020 of course, and look forward to continued growth with the help and guidance of Commerce’s Global Team.”

Stephen Tackett, Owner
The Audio Planet





MEXICO TRADE OFFICE

The Mexico Trade Office resolved 67 trade cases for 39 Oklahoma companies in 2020. Oklahoma's trade office in Mexico provides Oklahoma businesses access to the Mexican market through various services, including:

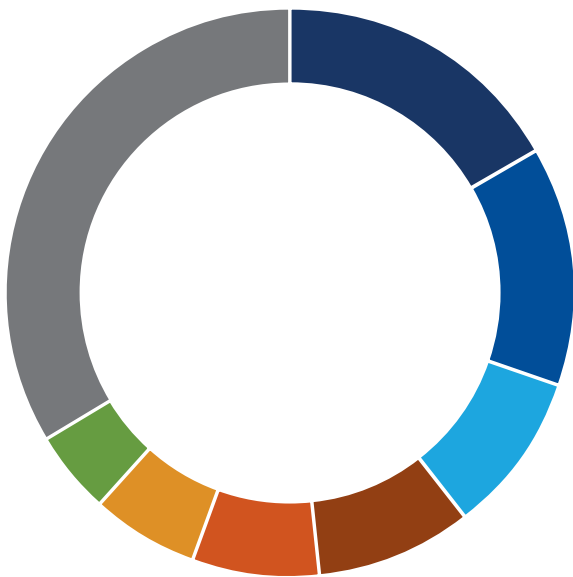
- International agent/distributor/partner searches
- Comprehensive market research reports
- International trade/market entry consulting
- International due diligence requests
- International trade show assistance
- International regulations/certifications/standards assistance
- Vetted international trade leads & bidding opportunities
- Sourcing assistance

"The service and support provided to SportChassis Holdings, Inc by the team at the Oklahoma Department of Commerce was beyond anything we could imagine. Jesse and Luis provided extremely detailed information and relieved any fears we had about exporting into Mexico. We are excited to continue working with the Oklahoma Department of Commerce as our business grows in Mexico. Lastly, we highly recommend to any company wishing to expand into Mexico start by contacting Jesse and Luis."

Brian Lux, VP Sales
SportChassis Holdings, Inc.



TOP OKLAHOMA EXPORTS TO MEXICO:



Industrial Machinery	16.7%
	\$83,736,783
Cereals	13.6%
	\$ 68,110,975
Chemicals	9.4%
	\$ 46,956,067
Electric Machinery	8.7%
	\$43,636,302
Plastics	7.3%
	\$ 36,617,061
Vehicles	6.2%
	\$31,190,087
Optic, Medic, Surgical Instruments	4.7%
	\$23,573,433
All other Exports	33.4%
	\$167,471,833

Sources: US Census Bureau Foreign Trade Division data, via WISERTrade.org

“Skydweller was founded to develop ultra-persistent aircraft to enable the next generation of connectivity and global insights. We are honored to be moving our corporate headquarters to Oklahoma, following in the footsteps of Oklahoma aviation titans like Wiley Post. Oklahoma’s inspired and dedicated engineering talent will help make our vision a reality.”

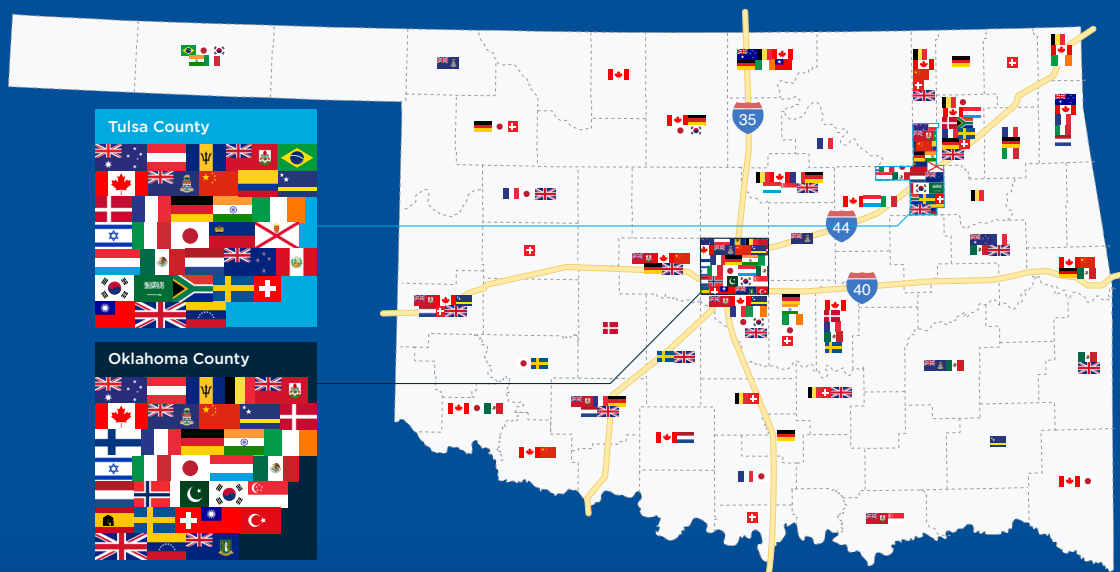
Dr. Robert Miller, CEO
Skydweller Aero Inc.













BRINGING THE WORLD TO OKLAHOMA

Oklahoma is home to more than 590 international employers. Foreign-owned companies operating in Oklahoma employ more than 56,900 Oklahomans according to the Global Business Alliance. Major sources of foreign investment in the state include Canada, the United Kingdom, Japan, Germany, France, Switzerland, Ireland, Australia, Sweden, Mexico, Belgium and Italy.

Over the past five years, FDI companies have invested \$2.3 billion into Oklahoma, creating almost 3,000 jobs with an average wage over \$48,000.



TOP FOREIGN INVESTMENTS IN OKLAHOMA

Business Establishments in Oklahoma			Employment in Oklahoma	
	Canada	71	3913	
	United Kingdom	64	4439	
	Japan	63	3249	
	Germany	55	2905	
	France	49	5580	
	Switzerland	36	2826	
	Ireland	20	5108	
	Australia	18	1188	
	Sweden	17	4160	
	Mexico	16	6766	

OKLAHOMA'S FDI PROGRAM SERVICES

Oklahoma's Foreign Direct Investment (FDI) program provides prospective Oklahoma businesses the tools they need to locate and grow their business in Oklahoma.

- International site location assistance
- Incentive analyses
- Cost of doing business benchmark reports
- Customized site visits
- Market entry strategy assistance
- Visa assistance
- State and local partnerships
- International supplier/partner identification
- Workforce recruitment and hiring
- Regulatory and permitting assistance
- Foreign entrepreneur support

FDI PARTNERS

Oklahoma's FDI Team is a partnership between Commerce, local economic development organizations and the state's major utility companies that are committed to promoting Oklahoma's economic development efforts to international markets.

- Ardmore Development Authority
- Broken Arrow Economic Development Corporation
- Duncan Area Economic Development Foundation
- Greater Oklahoma City Chamber
- MidAmerica Industrial Park
- Muskogee City County Port Authority
- Norman Economic Development Coalition
- OGE Energy Corp.
- Public Service Company of Oklahoma
- Tulsa Regional Chamber
- Tulsa Port of Catoosa

OKLAHOMA'S FOUR FOREIGN TRADE ZONES

The Oklahoma Department of Commerce works to enhance trade and export opportunities for Oklahoma businesses. A key, and often underutilized, trade asset in the state exists at Oklahoma's four Foreign Trade Zones (FTZs). FTZs provide financial incentives for businesses by offering duty deferral on goods that enter the country.

In a state like Oklahoma with a lower than-average cost of doing business, companies with a global supply chain can further improve their bottom lines. This includes a duty and quota charge exemption on imported goods that are later re-exported. Companies can also apply for an inverted tariff for duty reductions if a lower tariff rate will apply to the finished product when it leaves the zone in comparison to the tariff applied on foreign components.

When it comes to logistic costs, companies can also benefit by being granted a weekly, single customs entry charge rather than paying multiple entry fees. The FTZ can also save time for businesses importing components by

eliminating duties on rejected and defective items.

The Oklahoma Department of Commerce's Global Trade Team is a supporting partner with the state's FTZs.

"These zones can help Oklahoma companies increase their profits and lower their costs," said Jesse Garcia, International Trade Specialist, Oklahoma Department of Commerce. "We know that our states FTZs are not being optimized by as many companies as they should be and the Oklahoma Department of Commerce is working alongside our FTZs to grow awareness of the program and increase use of these zones."



FTZ 53

Located in the northeast portion of the state surrounding the Tulsa metropolitan area. Run by the City of Tulsa-Rogers County Port Authority it also contains two subzones in the Claremore Industrial Park and Claremore Regional Airport.



FTZ 164

Also serves northeast Oklahoma through the Port of Muskogee. Located at the confluence of the Arkansas, Grand and Verdigris Rivers, the Port of Muskogee is a prime location to ship bulk cargo anywhere in the world via the McClellan-Kerr Arkansas Navigation System.



FTZ 227

is located in southeast Oklahoma and serves the nearby Dallas-Fort Worth area. This zone is comprised of the three separate sites: International Business Park of Durant, Okla., Ardmore Industrial Airpark, and Westport Industrial Complex, also located in Ardmore.



FTZ 106

is located next to Oklahoma City's Will Rogers World Airport. FTZ 106 also boasts two magnet sites in Enid Woodring Regional Airport and the Shawnee Regional Airport in addition to a usage driven designated site at VF Jeanswear in Seminole, Okla.



**VIEW OUR
FTZ MAP
ONLINE**



OKLAHOMA Commerce

For more information on Trade and FDI in Oklahoma,
contact our Global Team or visit our website
okcommerce.gov/trade



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